

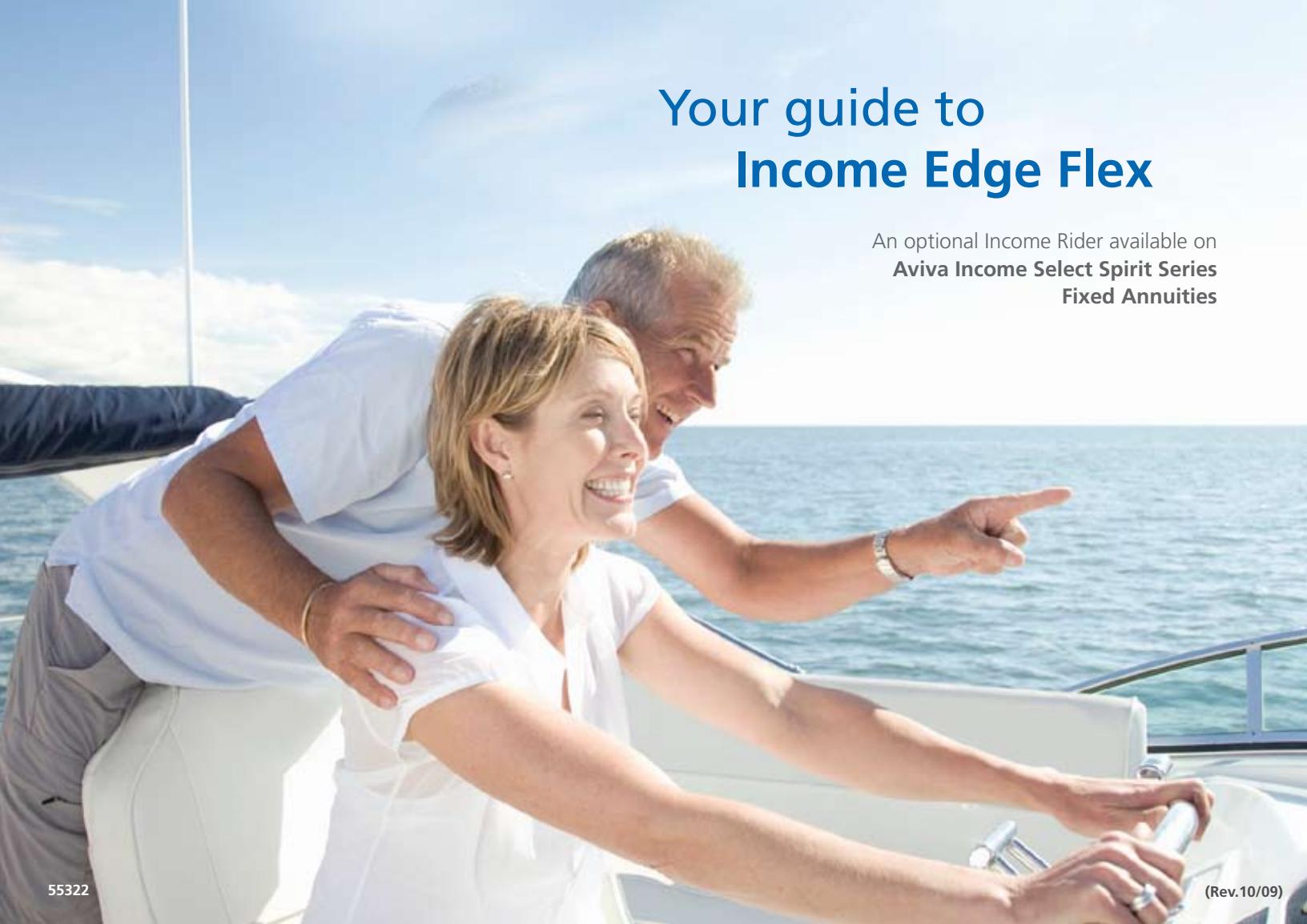


What would **you** do with

72?

## Your guide to Income Edge Flex

An optional Income Rider available on  
**Aviva Income Select Spirit Series**  
**Fixed Annuities**



If you knew you had  
**GUARANTEED INCOME FOR LIFE**  
as part of your overall retirement  
plan, what would you do?

- Take your dream vacation
- RV across the country
- Buy your favorite car
- Spend more time with family
- Set a budget
- Pay healthcare expenses
- Worry less about outliving your assets

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(Fill in the blank with what you would do.)

An Aviva Income Select  
Spirit Series Fixed  
Annuity with Income  
Edge Flex can give you  
the income you need to do  
the things you want to do  
during retirement.

Simply put, **Income Edge Flex** is an optional rider that can give you the flexibility to receive regular income payments from your **Spirit Series Fixed Annuity** without annuitizing the contract.

For an additional charge, **Income Edge Flex** can be added to your Spirit Series Fixed Annuity only at the time of application. **Income Edge Flex** cannot be purchased separately.

This guide provides an overview of how **Income Edge Flex** works, explains how Lifetime Income Withdrawal amounts are determined, and gives you an opportunity to calculate the amount of income you could receive on an annual basis.



What would you do with

7.2?



## How does Income Edge Flex work?

What would you do with

7.2?

When your annuity contract is issued with **Income Edge Flex**, an Income Account Value is established and serves as the basis for determining the amount of income available for Lifetime Income Withdrawals.

It's important to understand that the Income Account Value is not the same thing as the Accumulated Value of the underlying annuity. **It is not an account that you can cash out.** It is only used to determine the amount of regular income payments you can receive on a regular monthly, quarterly, semi-annual, or annual basis.

### Your Day 1 Income Account Value

Initially, your Income Account Value equals the amount of annuity premium plus any applicable premium bonus.



# Your Ongoing Income Account Value

Your **Income Edge Flex** rider has an accumulation period. This period is the amount of time interest is credited to your **Income Edge Flex** Income Account Value prior to starting Lifetime Income Withdrawals.

During the accumulation period, and prior to any Income Edge Flex withdrawals, your Income Account Value is guaranteed to grow at 7.2% annually for up to 20 years. The accumulation period, including the 7.2% interest accrual, ends when you begin taking Income Edge Flex withdrawals. The accumulation period will also cease at the earlier of attained age 85 or 20 years, never to be less than five years, unless Lifetime Income Withdrawals are elected.

## Spirit Series Fixed Annuity

Minimum Guarantee:

**2% Annually on the Annuity's  
Accumulated Value**

Has cash surrender value

## Income Edge Flex Optional Income Rider

Minimum Guarantee:

**7.2% Annually on Separate  
Income Account Value**  
Does not have cash surrender value

As you can see, the 2% guarantee on the underlying annuity is separate from, and not combined with, the **7.2% Income Edge Flex** Income Account Value guarantee.

# What is a Lifetime Income Withdrawal?

A Lifetime Income Withdrawal is a regular income payment that is guaranteed for life. The amount of this payment is:

- Locked in when you take your first withdrawal; and
- Guaranteed not to decrease as long as you do not take withdrawals in excess of the maximum annual Lifetime Income Withdrawal.

Certain conditions apply.

See the certificate of disclosure for more details.

You decide when you want to take your first Lifetime Income Withdrawal:

When you elect your first Lifetime Income Withdrawal, you will begin receiving a payment that's based on your current Income Account Value multiplied by your Maximum Lifetime Income Withdrawal Percentage. This percentage is based on your attained age at the time of your first Lifetime Income Withdrawal. Lifetime Income Percentages are shown in **Chart A**.

## Income Account Value

## **X Maximum Lifetime Income Withdrawal Percentage**

## Lifetime Income Withdrawal Amount

The percentage will also be based on your choice of four options:

- 1. Single Life Level Benefit**
- 2. Joint Life Level Benefit**
- 3. Single Life 3% Increasing Benefit**
- 4. Joint Life 3% Increasing Benefit**

## Increasing Benefit Option

When you select the Increasing Benefit Option, your Lifetime Income Withdrawal will go up 3% annually once you begin withdrawals – **helping you keep up with the cost of living**.

## Chart A

### Lifetime Income Withdrawal Percentages

Attained Age	Single Life Level Benefit Percentage	Joint Life Level Benefit Percentage	Single Life 3% Increasing Benefit Percentage	Joint Life 3% Increasing Benefit Percentage
50-59	4.0%	3.5%	3.0%	2.5%
60-69	5.0%	4.5%	4.0%	3.5%
70-79	6.0%	5.5%	5.0%	4.5%
80+	7.0%	6.5%	6.0%	5.5%



# It Pays to Wait

You may start Lifetime Income Withdrawals as early as Day 1 and attained age 50. However, if you defer income payments to a later age, the Maximum Annual Lifetime Income Withdrawal amounts will increase.

As the hypothetical example in **Chart B** demonstrates, the longer you wait, the longer the Income Account Value can grow and the higher your Maximum Annual Lifetime Income Withdrawal amount will be.

## Chart B

Hypothetical Example

### Income Edge Flex Income Account Value

### 7.2% Guaranteed Interest for Up to 20 Contract Years

Assumes:

- Spirit Series 3, 5, or 7 Fixed Annuity
- Issue Age 60, Single Life Level Benefit
- No Additional Premiums or Withdrawals
- \$100,000 Initial Premium

Age at Time of First Lifetime Income Withdrawal	Lifetime Income Withdrawal Percentage	Income Account Value	Maximum Annual Lifetime Income Withdrawal Amounts
60	5%	\$100,000	\$5,000
61	5%	\$107,200	\$5,360
62	5%	\$114,918	\$5,745
63	5%	\$123,192	\$6,159
64	5%	\$132,062	\$6,603
65	5%	\$141,570	\$7,078
66	5%	\$151,763	\$7,588
67	5%	\$162,690	\$8,134
68	5%	\$174,404	\$8,720
69	5%	\$186,961	\$9,348
70	6%	\$200,423	\$12,025
71	6%	\$214,853	\$12,891
72	6%	\$230,323	\$13,819
73	6%	\$246,906	\$14,814
74	6%	\$264,683	\$15,881
75	6%	\$283,740	\$17,024
76	6%	\$304,170	\$18,250
77	6%	\$326,070	\$19,564
78	6%	\$349,547	\$20,972
79	6%	\$374,714	\$22,482
80	7%	\$401,694	\$28,118

# Income Edge Flex Details

Here is a summary of details you should know about taking Lifetime Income Withdrawals using the optional **Income Edge Flex** rider.

What would you do with

# 7.2?



- Lifetime Income Withdrawals are available beginning at attained age 50.
- If you wait to take Lifetime Income Withdrawals at a later date, you can receive higher income payments.
- You may start or stop Lifetime Income Withdrawals at any time. To start or stop withdrawals, you must complete a form and submit it to Aviva.
- Once you start Lifetime Income Withdrawals, your Annual Lifetime Withdrawal Percentage is locked in for life. It will not increase as you enter a new age bracket. It will not change if you stop and restart withdrawals at a later date.
- Once you start Lifetime Income Withdrawals, interest accumulation on the Income Account Value ends permanently.
- You can receive income payments on a regular monthly, quarterly, semi-annual, or annual basis.
- You can receive income payments in the form of a check or automatic deposit to your checking account.
- You are responsible for paying taxes on Lifetime Income Withdrawals to the extent of the gains on the contract. If taken before age 59 ½, a 10% IRS penalty may also apply.
- An excess withdrawal is an amount that exceeds the free withdrawal amount for that contract year. Withdrawals in excess of the annual Lifetime Income Withdrawal amounts will cause future withdrawals to be reduced on a pro rata basis.
- **Income Edge Flex** is IRS Required Minimum Distribution (RMD) friendly. RMDs will not be considered excess withdrawals under this rider.
- If excess withdrawals or withdrawal charges reduce the Accumulated Value of the Spirit Series Fixed Annuity to zero, income payments will stop.
- If you surrender your annuity contract, the **Income Edge Flex** Income Account Value ceases to exist and income payments will stop.

Refer to the certificate of disclosure for more details.

# Additional Benefits

Income Edge Flex also includes...



## Income Doubler Benefits

If you require confined care in a nursing home, hospital, or hospice facility, you can access up to double your Lifetime Income Withdrawal amount.

## Chart C

Hypothetical Example

### Income Edge Flex Income Account Value

#### 7.2% Guaranteed Interest for Up to 20 Contract Years

Assumes:

- Spirit Series 3, 5, or 7 Fixed Annuity
- Issue Age 60, Single Life Level Benefit
- No Additional Premiums, No Withdrawals
- \$100,000 Initial Premium

Age at Time of First Lifetime Income Withdrawal	Income Account Value	Maximum Annual Lifetime Income Withdrawal Amount	Confinement Income Doubler Lifetime Income Withdrawal Amount
60	\$100,000	\$5,000	\$10,000
61	\$107,200	\$5,360	\$10,720
62	\$114,918	\$5,745	\$11,490
63	\$123,192	\$6,159	\$12,318
64	\$132,062	\$6,603	\$13,206
65	\$141,570	\$7,078	\$14,156
66	\$151,763	\$7,588	\$15,176
67	\$162,690	\$8,134	\$16,268
68	\$174,404	\$8,720	\$17,440
69	\$186,961	\$9,348	\$18,696
70	\$200,423	\$12,025	\$24,050
71	\$214,853	\$12,891	\$25,782
72	\$230,323	\$13,819	\$27,638
73	\$246,906	\$14,814	\$29,628
74	\$264,683	\$15,881	\$31,762
75	\$283,740	\$17,024	\$34,048
76	\$304,170	\$18,250	\$36,500
77	\$326,070	\$19,564	\$39,128
78	\$349,547	\$20,972	\$41,944
79	\$374,714	\$22,482	\$44,964
80	\$401,694	\$28,118	\$56,236

Please see the contract for qualifying confinement criteria. If the annuity contract is an IRA, the Income Doubler Benefits cease when the Accumulated Value of the underlying annuity equals zero. Other restrictions may apply. Availability may vary by state. See the certificate of disclosure for more details. The Income Doubler Benefits are not available in Connecticut.



When you select **Income Edge Flex**, you'll receive wellness resources from Mayo Clinic Health Solutions that can help you live longer and feel better.<sup>1</sup>

#### This unique program provides:

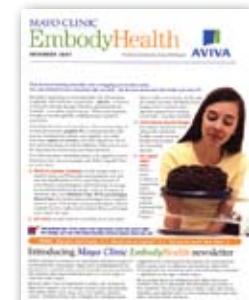
- Mayo Clinic Health Risk Assessment
- Mayo Clinic special offers



- Your personal health management website



- Ask Mayo Clinic Nurse Line



- Quarterly Mayo Clinic newsletter

<sup>1</sup> It is anticipated that Wellness for Life® services will be provided by Mayo Clinic Health Solutions for the life of the Program. It is possible that the provider and/or menu of Wellness Services may change or be enhanced at some future date. Wellness for Life® benefits and services are not available in all states.

# Additional 5-Year Payout Death Benefit Option

Upon death, your beneficiary may elect to receive the Income Account Value as a level payment over a period of five years. This option must be elected instead of the underlying annuity's basic death benefit.

If your beneficiary does not elect the 5-Year Payout Death Benefit Option, he or she will receive the current Accumulated Value of the annuity in a lump sum.

## Chart D shows a comparison of two death benefit options.

### OPTION 1

Basic built-in death benefit included on every Spirit Series Fixed Annuity

### OPTION 2

**Income Edge Flex** optional income rider with 5-Year Payout Death Benefit Option

## Chart D

Hypothetical Example

### Income Edge Flex Income Account Value

### 7.2% Guaranteed Interest for Up to 20 Contract Years

Assumes:

- Spirit Series 3, 5, or 7 Fixed Annuity
- No Additional Premiums, No Withdrawals
- \$100,000 Initial Premium

End of Year	Guaranteed Accumulated Value Death Benefit on the Underlying Annuity 2% Compound Interest	OPTION 1		OPTION 2	
		Income Edge Flex Income Account Value 7.2% Compound Interest		Income Edge Flex 5-Year Death Benefit Annual Payment	
At Issue	\$100,000	N	\$100,000	N	\$20,000
1	\$102,000	O	\$107,200	O	\$21,440
2	\$104,040	T	\$114,918	T	\$22,984
3	\$106,120		\$123,192		\$24,639
4	\$108,243	A	\$132,062	A	\$26,412
5	\$110,408	V	\$141,570	V	\$28,314
6	\$112,616	A	\$151,764	A	\$30,353
7	\$114,868	I	\$162,691	I	\$32,538
8	\$117,165	L	\$174,404	L	\$34,881
9	\$119,509	A	\$186,961	A	\$37,392
10	\$121,899	B	\$200,423	B	\$40,085
11	\$124,337	E	\$214,853	E	\$42,971
12	\$126,824		\$230,323		\$46,065
13	\$129,360	I	\$246,906	I	\$49,381
14	\$131,947	N	\$264,683	N	\$52,937
15	\$134,586		\$283,740		\$56,748
16	\$137,278	L	\$304,170	L	\$60,834
17	\$140,024	U	\$326,070	U	\$65,214
18	\$142,824	M	\$349,547	M	\$69,909
19	\$145,681	P	\$374,714	P	\$74,943
20	\$148,594	S	\$401,694*	S	\$80,339
21	\$151,566	U	\$401,694	U	\$80,339
22	\$154,597	M	\$401,694	M	\$80,339
23	\$157,689		\$401,694		\$80,339
24	\$160,843		\$401,694		\$80,339
25	\$164,060		\$401,694		\$80,339
26	\$167,341		\$401,694		\$80,339

This example is valid for an annuitant ages 40-65. For applicants over age 65, the maximum accumulation period under **Income Edge Flex** will vary based on issue age.

\*Denotes year accumulation stops on the **Income Edge Flex** Income benefit rider.

# Income Edge Flex in Action

Calculating Your Maximum  
Annual Lifetime Income  
Withdrawal Amount

Use the **Income Edge Flex**  
income calculator to complete  
this worksheet.

Name \_\_\_\_\_

Issue Age \_\_\_\_\_

\$ \_\_\_\_\_ Initial Premium

\$ \_\_\_\_\_ Premium Bonus (if applicable)

**Day 1 Income Account Value** \_\_\_\_\_

Note: These are annual withdrawal amounts. You may choose to receive income on a monthly, quarterly, semi-annual, or annual basis.

At age \_\_\_\_\_, your Annual Lifetime Income Withdrawal Percentage is \_\_\_\_\_%. As long as your annual withdrawals do not exceed this percentage, this would provide you \$ \_\_\_\_\_ annually for life... guaranteed. If you require care in a nursing home, hospital, or hospice facility, you will have access to double your Lifetime Income Withdrawal amount, or **2x \$ \_\_\_\_\_.**

Here are Annual Lifetime Income Withdrawal amounts if you wait to take withdrawals at a later age.

Age \_\_\_\_\_

Annual Lifetime Income Withdrawal Percentage \_\_\_\_\_%

Annual Lifetime Income Withdrawal Amount \$ \_\_\_\_\_

**2x \$ \_\_\_\_\_**

Age \_\_\_\_\_

Annual Lifetime Income Withdrawal Percentage \_\_\_\_\_%

Annual Lifetime Income Withdrawal Amount \$ \_\_\_\_\_

**2x \$ \_\_\_\_\_**

Age \_\_\_\_\_

Annual Lifetime Income Withdrawal Percentage \_\_\_\_\_%

Annual Lifetime Income Withdrawal Amount \$ \_\_\_\_\_

**2x \$ \_\_\_\_\_**



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## You

We're making business and investment decisions that will ensure we can meet our obligations to you and your loved ones.

We're developing new ways to provide better service to you.

We're challenging ourselves to reinvent the way we look at life insurance and annuities, so we can continue to meet the financial needs of a changing world—your world.

Most of all, we're drawing on the experience we've gathered from our more than 300-year legacy. As the oldest continuously operating insurance group in the world, Aviva has endured and thrived through centuries of war and peace, booms and recessions and constant change. The highs and lows have taught us to be prepared so you can count on us, especially during times of uncertainty.

We never forget that our business is about the people we insure. It's about you. We want to help you achieve peace of mind and prosperity with Aviva.

**You** can count on us to be here when you need us.

The guarantees provided by annuities described in this brochure are subject to the stability and claims-paying ability of the issuing company. **Income Edge Flex** (form AIRW (08/08) or state variation) is an optional rider for which annual premium is charged. Aviva Income Select Spirit Series Fixed Annuities (forms FPA3 (08/08), FPA5 (08/08), FPA7 (08/08), FPAP (08/08), and FPAX (08/08) or state variation) are issued by Aviva Life and Annuity Company, Des Moines, IA. Product features, limitations, and availability vary by State.

Bonus annuities may feature lower rates or other restrictions that are not included in similar annuities that don't offer a premium bonus feature. We recommend learning about all product options available to you to find ones that best suit your long-term needs.

This brochure contains highlights only. Please refer to the annuity contract for a full explanation of this annuity and any charges or limitations. Neither Aviva Life and Annuity Company nor its representatives offer legal or tax advice. You should consult your own personal attorney and/or tax advisor regarding any legal or tax matters.

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